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Weekly Trade Circular

A JOURNAL DEVOTED TO THE INTERESTS OF THE

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With which is incorporated the

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The Weekly Trade Circular.

MARCH 28, 1872.

A REPLY.

PHILA., March 23, 1872.

To the Editor of the Trade Circular.

DEAR SIR: In the number of the TRADE CIRCULAR for March 14th appears an article by "One of the Committee," and as you have found space for his communication, I desire that you will do the same for mine in answer, so that this matter may end here, for if the question of International Copyright cannot be discussed without misstatements and personal abuse, I want, for one, to have nothing more to do with it.

His article is prefaced by three lines in italics, in which the statement is made that "the Report was in hands two days before" my report was issued. Why not have stated not only the fact that "the Report" was so, but that the additions were *not?* See sixth paragraph on page 232, for internal evidence that the article had been added to, as well as some other paragraphs further on, in order to vent Mr. Committee's spleen at the discomfiture and defeat of their "scheme" before the Congressional Committee.

My name is introduced into this article of two pages, ten times, and *I hereby affirm in not one instance with the slightest shadow of truth or foundation in fact.*

The personalities I could not descend so low as to answer, but the new, studied attempt to falsify the facts about the Philadelphia trade and its committee I shall rebut with a simple statement of the facts.

At a large and enthusiastic meeting, the Philadelphia Committee was appointed, by as many of the trade and by as respectable a portion of it, as appointed the New York Committee. Six were appointed, and served on Monday, Jan. 29, and four on Monday and Tuesday, Feb. 12 and 13. "These gentlemen" *did not claim* "before the committee, that they represented the *unanimous views* of Philadelphia publishers." Just the reverse, as they understood Mr. Lippincott had declined because, "My *principles* are in favor of International Copyright, but my *interests* are against it." And Claxton, Remsen & Haffelfinger "Did not care much about it either way, and were divided in opinion about it;" and Mr. Evans "Did not intend to reprint any English works, but only American, and wanted an English market to sell his copyrights in." While Mr. Henry C. Lea wrote four pages of foolscap for our committee to use, which he kindly desired us to use as much of as we needed, of which privilege we availed ourselves on pages 10 an 11 of our argument. The long list of those who signed the paper would prevent any one but "one of the committee" from having "it difficult to find out whom Mr. Hazard really did represent." "None so blind," etc.

I know that not a single "type-setter of his city" either "raised some money" or "placed it in his hands," or "employed" or "paid" Mr. Hazard; and "one of the committee" could just as easily have known the same. If he was paid for his small share in the work, it should be no reason for misjudging others.

It is hardly worth while to defend Mr. Baird, who so ably takes care of himself, but I will merely say I never knew he had any "best argument in favor of stealing" to have advanced; and I will add that he is responsible for but one idea promulgated in the Committee's pamphlet, and that is the one on Education, and which he has eliminated in your CIRCULAR of the 14th inst. In the argument by me "the right or wrong" or the "high moral view of the question" "not once suggested," as stated by the exact committee man, is not only suggested but discussed to the extent of three pages!

I regret "one of the committee" does not like my "openly advocating" his actions, which he, not I, denominates "stealing." With his usual veracity, he stated before the Congressional Committee: "Philadelphia knows nothing about this matter; it was nothing of a book town, anyway; *republishing no English books*, it really had no interest in the matter, and should therefore have no voice, though, he believed she did make a few schoolbooks, but her interest lay in importing." Now, if Philadelphia reprints no English books, of course she does no "stealing." As the committee and some of their confrères in New York *do* reprint a great many English books, therefore, in arguing in favor of their right to do so, any one will readily believe "if ever a disagreeable task was set before a man, it was to appear before an intelligent Committee of Congress and openly advocate stealing," as *practised* by Messrs. Committee & Co., and *not* by Philadelphians. Truly, "chickens will come home to roost."

Finally, we again agree with the sentiments of "one of the committee" in predicting no "parties of any intelligence" will soon be found who will dare before such an intelligent Committee of Congress to again propose "impracticable schemes, which, while appearing to grant the author his just rights, yet are really formed to meet selfish interests and defraud the author of his just demands."

With regret for occupying so much of your space in placing Philadelphia, her booksellers, and her committee right on the record, against the slanders of "one of the committee" and others,

I am, Sir,

Yours truly,

WILLIS P. HAZARD.

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A. L. O. E. *See* Lady of Provence.

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U. S. MILITARY POST LIBRARY ASSOCIATION. Headquarters, 58 Broadway, N. Y.—The attention of the benevolent and philanthropic public is called to the character of this organization and the sympathy and coöperation of all solicited in these efforts for the mental and moral good of the army. In the British army a similar organization is preserved, and is very effective. Maj.-Gen. Lawrence is president, and Col. R. Pitcairn, secretary. Last year their receipts were $60,000. The education of the Prussian and other foreign soldiery is a matter of history. The spectacle in our own land of 30,000 troops, located within the limits of the country, yet completely isolated from its Christian sympathies and receiving nothing at its hands, is one that has long existed, and ought to be corrected. There are nearly 300 military posts in the United States. The great majority of the posts are altogether *remote from the advantages usual to civil life;* the men compelled to undergo all the monotony incident to a time of peace, and exposed to the temptations and vices peculiar to a military life. Prior to the war many of the posts had valuable libraries belonging to them—the accumulation of many years—but *during* that period they were swept away. The object of the "Military Post Library Association" is to supply all military stations in the United States with *secular, Christian,* and *temperance literature,* and to aid in the establishment of *permanent libraries* at these points. To accomplish this important work, appeal is made for liberal contributions.

NATIONAL ORGANIZATION OF THE BOOK TRADE.

THE gathering of members of the trade at the approaching Trade Sale will afford an opportunity for action which should not be let slip. Then is the time for the formation of a national Book Trade Association!

That such an organization is desirable, there is now little question. Of all businesses carried on in this country, that in books, properly requiring in seller as well as publisher, a considerable knowledge and ability much above the acquirements of those engaged in other occupations, should, it would seem at first sight, have the best organization. On the contrary, while those engaged in nearly every other branch of commerce and internal trade have joined together in associations which have proved without exception of great usefulness, promotive of fair and profitable dealing on all sides, and by the opportunities afforded for consultation and the settlement of disputes, of very practical value, the book trade is notable as the one business without organization of any kind.

And yet more than any other it has need of it. Questions are daily arising which can be settled in no other way. The great difficulty of underselling, the "breakers ahead!" of the book trade in this country, is but one example of many toward the practical solution of which organization could do very much. There are questions, of course, in this as in any other business, upon which the only agreement can be an agreement to disagree—as that of international coppright—but these are few in comparison to those which would come legitimately and profitably before a National Book Trade Association for discussion or decision.

The facilities enjoyed by the book trade of this country, priding itself very rightly on its general progressiveness, are very few compared with those to which the publishers and booksellers of Germany, for instance, are accustomed, and which are likely to follow in the train of the movement whose importance we would insist upon. It is particularly true of the book trade, in the United States, that its extent and success, in a country where forty million inhabitants are almost universally readers of books, are to be measured only by its facilitation. The demand is good for almost any supply, provided proper channels of supply are in successful operation. Thus the interest of the entire trade is essentially one, and the largest publisher feels the effect of every new facility introduced.

We are glad to note the movement of the school-book publishers to widen their organization, and the action of the Philadelphia trade, though local, is in a profitable direction. A Chicago instance of organization is in point in illustration of the usefulness of association in counteracting the evils to which the book trade, as at present constituted, is peculiarly liable. There had been there, previous to the fire, so much underselling of medical books to students that the customary discount over the counter became so close to that of the publishers at the East, that the Chicago retailer really lost money by so much as the cost of transportation Westward. The only remedy was in a uniform return to a discount of ten per cent.; an association was formed, and continued until the fire in most satisfactory operation.

Let us then have during the Trade Sale, a preliminary meeting of all members of the trade then in the city, at least for a discussion of the national organization of the trade. That already formed by the school-book publishers might gracefully take the initiative in the matter. But if not they—some one!

CORRESPONDENCE.

PHILA., March 22, 1872.

THE Bookmakers' Board of Trade is organized at last. In pursuance to a call, about thirty persons assembled last Wednesday morning at the rooms of Cowperthwait & Co., school-book publishers. Mr. Henry Carey Baird called the meeting to order, after which Mr. Willis P. Hazard was made chairman and Mr. James M. Ferguson, of S. A. George & Co., stereotypers, secretary. Mr. Hazard briefly explained the object of the meeting, gave an account of the rise and progress of the movement, and laid before the meeting the body of laws recommended by the committee of ten, of which an abstract was given in the TRADE CIRCULAR of March 14. He was followed by Mr. Baird, who reiterated substantially the views expressed in his letter published in the above-mentioned number of the TRADE CIRCULAR.

Mr. Hazard enforced Mr. Baird's remarks on the subject of a protective tariff on books and printers' materials; and then Mr. Sherman, of Sherman & Co., printers, wished to know if joining this association was to be construed as an endorsement of the views on the tariff and other questions expressed by those who seemed to be getting it up. Such a construction was unanimously deprecated, and it was emphatically stated that every man was to hold his own opinions and vote as he pleased, only acquiescing in the decision of the majority.

Then another question arose. Mr. Thomas MacKellar, of MacKellar, Smiths & Jordan, type-founders, thought the proposed title, "The Booksellers' Board of Trade," too narrow. He moved that it be changed to "The Book-Trade Association of Philadelphia," in order to include the collateral branches. The substitute was accepted, and an agreement to join such an association was signed by the representatives of eighteen houses there present.

The "by-laws" were then read a second time, and adopted in the form given below, which, as will be seen, varies little from the synopsis before given:

"1. The title of this association shall be The Book-Trade Association of the City of Philadelphia.

"2. Its object shall be a bond of union in which all the branches of the book trade shall be represented, and for mutual co-operation in advancing the interests of all, and for social union.

"3. All members of the various collateral trades shall be entitled to be members of this association when duly proposed by a member, or upon application by letter, and elected by a majority of those present, and upon the payment of the annual dues.

"4. The annual dues of each member shall be five dollars. (No initiation fee.)

"5. The officers shall consist of a president, two vice-presidents, a secretary, and a treasurer, to be elected annually by a majority of votes of the members by ballot, no firm to have more than one vote, the President to be *ex officio* member of all standing committees, with power to vote.

"6. There shall be a board of five directors elected annually, and a committee of three on each subject except on arbitration, which shall consist of five, to be elected annually.

"7. Disagreements between members of this association, and any and all violations of its laws shall be referred to the Committee of Arbitration, and it shall be the duty of this committee to fully and at once consider all the evidence, and to procure, if possible, a peaceable settlement between the parties at issue.

"8. The Committee of Arbitration shall hav

Power to investigate the violations complained of, and send for persons and papers.

"9. Should one or more members of the Arbitration Committee, at any time, be an interested party or parties in a case before the committee, then it shall be competent for the remaining members to elect substitutes therefor from members of the association.

"10. There shall be a standing committee of three on elections, whose duty it shall be to arrange for and superintend any elections that may take place, to act as judges on such occasions, and to decide any questions that may arise in regard thereto.

"11. There shall be a committee on finance and accounts of three, whose duty shall be to examine and certify to any accounts for expenditures, and otherwise act with the treasurer.

"12. It shall be the duty of the secretary to notify members of the association of the time and place of all meetings, and keep a record of proceedings.

"13. The regular meetings of this association shall be every three months, on the first Wednesday in each month of January, April, July, and October.

"14. At any meeting of the association, after the members have been duly notified of the time and place of meeting, those present shall constitute a quorum for the transaction of any business that may be before the meeting.

"15. Two members of the same firm cannot hold office at the same time in the association.

"16. No amendment shall be made to these by-laws except by a two-thirds vote of the members present at any stated meeting, notice of said amendment having been given at the next preceding stated meeting."

The election of permanent officers at this meeting was objected to on account of the limited number of names yet on the list, and this matter was accordingly postponed until the next meeting, which will take place next Wednesday at the same place. In the meantime, committees are actively at work soliciting names of additional members, and are meeting good success. It is thought that the organization will be completed and put under way at the next meeting, when I will report again and give the names of those composing it.

H. C. S.

LEIPSIC, Feb. 26, 1872.

War, the organization of a new empire, the dissatisfaction of States, compromises, and new laws, can be managed in Germany without visible inconvenience to the book-trade, or any diminution in the literary demand of the insatiable German readers. Every day the *Börsenblatt* publishes its list of new books and pamphlets, devoted to every subject, and to all imaginable styles of treatment. New periodicals and newspapers seem to find a public, and meet a demand, though to the looker-on every trade seems already to have its "organ," and lovers of art and literature seem lavishly supplied. Berlin has several new papers: *Auf der Höhe* (On the Heights), a weekly journal devoted to art and literature, whose most prominent feature is to be the full and fair criticism of the constantly increasing literary and art productions; the *Tagblatt* treating of commerce, politics, and financial questions; the *Deutsche Reichszeitung*, political, appearing three times a week; *Deutschland's Industrie*, a review of trades and inventions, a monthly; *Deutsche Zeit und Streit Fragen; Die Gegenwart*, for art and science, edited by Mr. Paul Lindau, of Berlin, etc. The *Deutsche Militairärztliche Zeitschrift*, edited by Dr. Leuthold, is devoted to the progress of army surgery. It has able contributors in all parts of the land, and is to be thoroughly reliable and treated in the most scientific manner. All these new claimants for public support have probably frightened the *Beobachter an der Spree*, the oldest Berlin weekly, for since the New Year it has retired upon its well-merited laurels. The *Tonhalle* is a musical family paper, published by A. H. Payne, of Leipsic. It is to be conducted in a popular tone, and will contain nothing of merely technical or scientific interest. The *Central-Blatt*, an agricultural, scientific paper, is published by Fr. Luckhardt, of Leipsic. *Deutsche Zeitschrift für Chirurgie*, under very able management, will be published by Vogel in Leipsic. *Zeitschrift für Zuckerindustrie*, edited by K. Preis, Assistant-Professor of Chemistry in the Polytechnic Institution of Bohemia, will be published by Franz Rziwnatz of Prague. *Die Zeitschrift für Deutsche Culturgeschichte*, which was so ably edited by Dr. Müller of Hanover, until 1859, is to be resumed and to be placed under the supervision of its former editor. *Neuer Freier Kikeriki* is the inspiring title of a new humorous paper to be edited by G. Zanetti in Vienna.

All professions and trades are just at present preparing for the Great Vienna Exhibition. Everything new in German invention and production will of course be sent. Manufacturers will do their best for the eleventh group of the exhibition, which comprises that of paper industry, such as pulps, paper, playing-cards, papier-maché, binding material, and processes of manufacture, etc. There will also be statistics of production, which naturally fires enterprise in Germany, as elsewhere. A new process to be exhibited is that of Mr. A. Ungerer, of Simmering, near Vienna, by which he produces a paper material from willow and pine woods. The paper can be manufactured entirely from either wood, and is said to be uncommonly strong, fibrous, and white, and not at all brittle.

The designs of five prize medals to be awarded at the Exhibition are open to competition. The moulds must be made in wax, plaster of Paris, or sulphur, and be forwarded before the end of March.

The whole country has been much exercised about the strike of the Stuttgart printers. With the exception of those employed by Cotta, all the printers are banded together, and oppose their masters in the most determined manner. The employers have organized themselves and are determined to resist the strikers at all costs. The wages of the printers were last year raised, and now are very fair, according to the judgment of competent men. The masters have bound themselves to protect any man who accepts their work, and have also started a fund to pay them for their lost time. They are resolved not to give in now, but will call a convention of all German printers and typefounders, probably to Frankfort, and there determine upon reforms and improvements for the benefit of employers and employés. The Government has allowed the soldiers to work while the strike continues.

There is also great indignation felt about the confiscation of four Berlin papers of the 25th and 26th of last month, among them the *National Zeitung*, which contained some notice or advertisement not pleasant to the authorities, or probably not authentic. The whole edition was confiscated, to the great disgust of the editors, who loudly protest that the authorities have only a right to suppress the sheet of the paper containing the obnoxious passage. The *National Zeitung* is loudest in its wrath, and sets forth the losses and grievances caused by such wholesale proceeding in an able editorial.

There is a sarcastic remark at the close to the effect that Prussia still embodies a great deal of the spirit of the fifth decade of the century, and a call upon the German press to follow the lead of German printers and type-founders, and insist upon reforms and improvements.

The spirit of coöperation is strong in Germany, and shows in all departments. There has been a German booksellers' bank established in Berlin, with a capital of 1,000,000 thalers, for the purpose of centralizing the Berlin and Leipsic commission business and inaugurating a system of reform in all branches of the trade. The same spirit moves all to work together for the founding of a Leipsic public library. There was a petition published calling upon native and foreign men and women to furnish what they could, especially of educational works, and already there is on hand the beginning of a very valuable library. A society of ladies in Munich, under the direction of Mrs. Kaulbach, are making a collection of autographs, to be raffled or sold at auction for the benefit of the widows and orphans of the soldiers sacrificed in the late war. They have already some very valuable specimens, especially interesting to the history of music and literature. The chief committee of the associations for the nursing and care of sick and wounded soldiers have offered a prize of 1,000 marks for the best model of an ambulance and transportation wagon, which is to combine the transportation of hospital stores, food, and refreshment. The time for competition is to expire in July.

Since the beginning of the year Germany has lost several of her great men. Grillparzer, the aged Austrian poet, died on the 13th of February, and was buried on the following Wednesday with great ceremony. The funeral procession is said to have been the most magnificent spectacle seen in Vienna for twenty years. Prof. Friedrich A. Trendelenburg died in Berlin, in his seventieth year, on the 24th of January. He was one of the most eminent philosophers of the present time, and had been professor at the Berlin University for nearly forty years.

To mention even the very important new books would occupy more space and make more serious demands upon patience and perseverance than your well-filled journal and the American public can be supposed to devote to German productions. The overpowering statistics of the German book trade, even in war-time, give an idea of the task attempted by those who presume to be up to the times in the literature of Germany. In 1870 there were 10,058 works issued, and in 1871 10,669. There has been a good beginning made this year, and 1872 will probably show how the book trade works in times of peace. J. J. Weber of Leipsic has added three new volumes to the "Illustrirte Katechismen," and increased the collection to seventy-two volumes. The same firm announces the third edition of Prof. Cotta's "Geologie der Gegenwort." Much new matter has been added to the work, and all the new theories of the day are sifted and judged. Spamer, Leipsic, have published "Allgemeine Wirthschaftslehre," by Dr. H. Contzen and Dr. H. Schramm; Wigand, of the same city, publishes "Culturgeschichte der neueren Zeit," in three volumes, by Henne-Am Rhyn. A very important work is Hittenkofer's "Entwerfen von Façaden." It is a popular treatise on the modern style of ornamentation for architects and builders, and is also important as a handbook for students of architecture. It is very richly illustrated by lithographs, and published by Carl Scholtze, of Leipsic. "Tschechische Gänge" are Bohemian sketches and travels by Dr. Richard Andrée. It is an important and interesting work that has made quite a sensation and some bitter enemies among the people treated of. It is published by Velhagen & Klasing, of Leipsic. Grillparzer's "Ansichten über Literatur, Bühne u. Leben," collected from conversations with "A. Foglar," is published in Vienna, by Ed. Hugel. The Vienna press has received the book with wonderful unanimity of verdict. They declare it to be the real memoir of Grillparzer, and predict for it an enormous sale. Prof. Brunn, of Munich, is writing a History of Greek Art, which is to be popularly scientific, on the same plan of the histories of Mommsen and Curtius. Mrs. Moscheles, the wife of the celebrated composer, is writing a history of her husband's life and labors. It is to be published at the same time in English and German. A small dictionary of Chemistry has been issued by Oppenheim, of Berlin. It is said to meet a great want in the most satisfactory manner. Asher & Co., Berlin, are going to invest in a copyright edition of English and American authors to rival the Tauchnitz collection. The first volume published is the first part of "Middle March," by George Eliot. Duncker & Co. are said to be starting a similar collection, with Mr. Hepworth Dixon's "Switzers." A great event in Photography is the splendid enterprise of Jammerath & Son, who have photographed the interior of the imperial castles of Berlin and Potsdam. The work is to be published in 36 pictures on strong white boards, 18½ inches by 24½. It is undertaken by T. Grieben, of Berlin, and most anxiously expected. The History of the Prussian State, by Dr. Felix Eberty, will be published next month by Eduard Trewendt, of Breslau. Friedrichson & Co., Hamburg, have published a map of ships and maritime flags, drawn by C. F. Steinhaus. It is beautifully printed in colors, with German and English text. Kröner, Stuttgart, publish "Deutsche Sage im Elsass," by W. Hertz, the promising young poet. A prize essay on the mitrailleuse and its work in the war of 1870-1871, by Graf H. Thürheim, is issued by R. v. Waldheim in Vienna. It is a pamphlet reprinted from an Austrian journal. A very important announcement is the Life and Philosophy of David Hume, a prize essay, by Dr. Fr. Jodl. Brockhaus announces "The Case of the United States to be laid before the Tribunal of Arbitration, to be convened at Geneva."

There seems to be a great scarcity of novels just now. I may mention "Schuld u. Sühne," by K. Detlef (Hallberger) and "Johannes Olaf," by E Wille (Brockhaus). "Der Sturmvogel," a romance of the sea, by Hacklaender, has been published in parts by Hallberger, of Stuttgart, and is just completed. The popular authoress, Louise Otto, announces "Die Stitsherren von Strassburg," an historical romance, to appear in April. Her last work, just issued, "Deutsche Wunden," Zeitroman, (1864–1871) attracts much attention.

H. A.

BOOK-MAKING AND THE TARIFF.

From the Boston Advertiser.

LEADING book manufacturers in the United States are making an effort at Washington to have an equivalent specific duty laid on imported books, in place of the present assessment of twenty-five per cent. on their value. The high rate of exchange during the war had the effect practically of an embargo on English books. In 1861 the valuation on imported books was $656,102; in 1862 it was $275,374, and the impetus given to book manufacture was remarkable. Notwithstanding the heavy drain upon all the industrial interests, the making of books witnessed improvements which

seemed to promise an elevation of this industry to a rank with foreign production. Enterprises were begun which before would have seemed hopeless, and the improvement in illustrated books was of the most marked character. Almost a new province was added to the republic of letters in a distinctive literature for children, which, though rather callow, showed plainly that some of the best writers of the day regarded it as a legitimate and important field. Never since the beginning of our history had so general a movement forward been made. We are not referring this solely but chiefly to the expulsion of English books, and we regard the facts of a decline in importation and a great increase of home production as most intimately connected.

The importations in 1865 were valued at $289,310; in 1868 at $1,220,000; and American industry was beginning to feel the effect of this rapid advance in the volume of English books. For the year ending June 30, 1871, the importation amounted to a little less than two millions. To-day the production of books of fine art has almost ceased; we are making our illustrated books almost entirely from English and French electrotypes, or else importing sheets and binding here. The publication of books for young people has suffered even more noticeably, and publishing houses that once made a specialty of these books have found it impossible to continue so losing a business. The answer everywhere is the same; cheap English books, showily dressed, have driven American books of the same class out of the market. The English publishers are steadily forcing the American publishers to the wall; the weakest positions they have already carried.

The tariff is supposed to be some barrier, and certainly it is to be regarded rather in this light than as a means of swelling the revenue. The rate of twenty-five per cent. on the value was fixed upon as just, and we do not know that any one has ever undertaken to move for a higher rate. But when this duty comes to be levied, difficulties arise so considerable that the intent of the tariff is defeated, and there is neither revenue for the Government nor protection to the manufacturer, or, we may add, to the honest importer. Every one who is conversant with books knows how apparently arbitrary the price of books in London is, and how widely these prices vary for books apparently as costly. No one but an expert, indeed, can be qualified to appraise a case of miscellaneous books from London, and when this is understood it is evident how wide a door is open for an undervaluation of the goods. It is very certain that not only has smuggling increased, but that there has been an alarming increase in dishonest practices of every kind. A class of petty importers has sprung up, scarcely recognized in the trade, yet managing to pass large invoices of goods into the hands of local booksellers; and the establishment of branches of English houses here enables the publisher to make his invoices out with merely nominal prices, and thus get his books in with a very slight duty.

So wide has been the deviation between the London retail price and the invoice price, that the New York appraiser established a rule, after a careful investigation of the subject and consultation with leading houses, by which the duty should in all cases be laid on one-half the London retail price, and on this ruling marked up some invoices *three hundred per cent.* But the difficulties in securing a conformity to this rule are almost insurmountable, and it is this fact which has driven those who wish an honest impost into calling for a change in the manner of laying it. We have taken various books representing the several classes that pass through the Custom House, and have compared the effect of changing the ad valorem duty of twenty-five per cent. to a specific duty of twenty-five cents per pound. The ad valorem duty is reckoned on one-half the London retail price. The shilling is reckoned at 27 cents.

	Price.....	Weight...	Ad. Val..	Specific...
Schellen's Spectrum Analysis.....	28s.	3 lbs. 4 oz.	.94½	.81
Palmer's Desert of the Exodus, 2 vols.....	28s.	3 lbs. 4 oz.	.94½	.81
Freeman's Norman Conquest, Vol. 4.....	21s.	3 lbs.	.71	.75
Eastlake's Hints on Household Taste.....	18s.	1 lb. 5 oz.	.61	.48½
Wonders of Engraving.....	12s. 6d.	1 lb. 10 oz.	.42	.40½
Carpenter on the Microscope.	12s. 6d.	1 lb. 13 oz.	.42	.45
Paris under the Commune....	10s. 6d.	1 lb. 8 oz.	.35	.37½
Huxley's Lay Sermons.....	10s. 6d.	1 lb. 1 oz.	.35½	.26½
Wallace on Natural Selection.	8s. 6d.	1 lb. 1 oz.	.29	.26½
Timbs's Wonderful Inventions.....	5s.	1 lb. 4 oz.	.17	.31
Schlegel's History of Literature.....	3s. 6d.	15 oz.	.12	.23½
Sunny Days.....	2s. 6d.	8 oz.	.08½	.12½
My Young Days.....	2s. 6d.	11 oz.	.08½	.17½
Millicent and her Cousins....	3s. 6d.	13 oz.	.12	.20½

It will be seen that the high-priced books, which are mainly books for scholars, and in many cases are not reprinted here, are favored by the change to a specific duty; that the balance is about even in the case of moderately expensive books, and that the discrimination against the English book comes only when it is a very low-priced book. The last three books on the list are Sunday-school books, belonging to the class which has so effectually put a stop to the production of American books of the same grade. The American publisher is able to buy these books in quantities, laid down in his store, all charges paid, at from twenty to thirty per cent. less than the cost of their manufacture here; the valuation is never over one-half the London price; frequently it is much lower; he buys on nine months' credit, and it is not surprising that he should abandon the production of native books and import the English with his imprint. Even were the specific duty laid, the odds would still be against the American producer.

We sometimes hear the objection raised that a specific duty is absurd on the face of it; that the weight of a book bears no relation to its value, and there is suspicion even of a sentimental objection that it is a species of insult to the human intellect. The objection would have more weight if books were not sold by the pound, for every intelligent bookseller knows that the weight of the book has more to do in determining the price than any other element, and the whole business of subscription books is built on the foundation of giving large, bulky volumes for a high price, when the whole matter compressed into a modest space would not fetch one-fifth or even one-tenth the sum. But the fact remains that in no other way can an honest tariff be so effectively secured, the business of rogues damaged, and all the interests involved fairly considered. An intelligent customs officer with a pair of scales would make a good symbol of Justice in this matter.

GINN BROTHERS of Boston, the publishers of Hudson's Shakespearean works, are now issuing separately, in paper covered pamphlets, the twelve selected plays, edited with such omissions and notes as to make them useful in schools; issued previously in the two volumes of the School Shakespeare. Next month they will publish Hudson's Family Shakespeare, also twelve plays in two volumes, pruned and annotated for family reading.

ADVANCE BOOK-NOTES.

[*This department, is intended to include descriptive notices, from advance sheets, of all books of popular sale to be published in the week succeeding the respective issues of the* TRADE CIRCULAR. *Booksellers will thus be enabled to order knowingly and confidently on books likely to sell well in their localities, and to obtain such information as to the character of new publications as will "post" them for calling the attention of particular customers to books likely to suit their taste. Advance sheets for use in this department should be forwarded by publishers two weeks before publication, if possible, or at earliest convenient date.*—ED.]

Five Hundred Majority: or, the Days of Tammany, by Wyllis Niles, is a political romance which is likely to produce considerable of a sensation. It follows the story of a young man who comes into New York from the country (the author thinks that nine-tenths of those like him had better cast themselves at once into the sea), is reduced to the utmost poverty, plays the sharp dodge of contriving to be arrested as a suspected criminal and defending himself into a reputation. He attracts the attention of the great leader of Tammany, who takes him as a *protégé*, and under whose guidance he is introduced "behind the scenes." The reader is, of course, taken along with him, and the author dissects keenly the typical New York politicians in his descriptions of his *dramatis personæ*. There is considerable ingenuity in the plot of the story, and many hard hits in its incidents, as in the case of the two fashionable dowagers who enter into a solemn league and covenant to "put down" the upstart politician and millionaire for his invasion of the Avenue, and meet the next morning in his parlors, each trying to be ahead of the other in professions of esteem. There is a good deal of life and vigor in the book, which will be issued by the Putnams next week.

Within and Without, is George Macdonald's most important work in poetry, and very characteristic of that remarkable thinker. It is dramatic in form, and its leading figure is that of a soul in the dark, seeking God:

> All beauty wears to me a doubtful look;
> A voice is in the wind I do not know;
> A meaning on the face of the high hills
> Whose utterance I cannot comprehend.
> A something is behind them: that is God.
> These are his words, I doubt not, language strange;
> These are the expressions of his shining thoughts;
> And He is present, but I find Him not.
> I have not yet been held close to his heart.

This idea of approaching and realizing God is inwoven in a considerable plot with very varied incidents. The poem, a romance in verse, is crowded with beauties of thought. The utterances are very bold, and in the last part we are taken up in a dream into heaven, and listen to the heavenly converse of the reunited family.

LITERARY AND TRADE GOSSIP.

PUBLISHERS' BOARD OF TRADE.—The next regular meeting of the Publishers' Board of Trade will be held on Wednesday, April 3, at one o'clock P. M., at the Grand Central Hotel, parlor 217. A full and punctual attendance is urged. Officers for the ensuing year are to be chosen, and other important business, it is expected, will come before the board.

DE WITT C. LENT & CO. put their beautifully illustrated new edition of Mr. Saunders's clever "Salad for the Solitary and the Social," a work which in previous editions had sold over 30,000 copies, into the hands of the regular trade. It was issued at the holiday season as a subscription book.

JOHN WILEY & SON not only represent in this country the great Bible house of the Bagsters and keep in stock full lines of their polyglot and other editions, but have also other noteworthy helps for Biblical scholars. Of these the latest is the Hexaglot Bible, issuing abroad by Dickinson & Higham. This contains, besides the original tongues, the Septuagint (Greek) version of the Old Testament, the Vulgate (Latin) translation, and the authorized English and German and the most approved French versions. They are arranged in parallel columns, most conveniently, and the work is superbly printed. Of the contemplated six volumes, two are now issued; the retail price is $7.50 per volume. A new Bagster polyglot Bible gives the Douay (Roman Catholic) version and Vulgate in parallel columns; this is uniform with the three containing the authorized English version in one column and the Septuagint, original Hebrew, and original Greek respectively, in the other. Messrs. Wiley & Son have also just received the new Hebrew concordance, on the plan of English concordances, by which every Hebrew word and variation of a word may be traced to each place where it occurs, from a directly alphabetical arrangement.

THE Rev. W. H. H. ("Adirondack") Murray, of Boston, is preparing a large volume of short essays, culled from his sermons and other writings, or written especially for the purpose—something after the fashion of Beecher's "Life Thoughts," which Lee & Shepard are to publish.

Two important publications are forthcoming, one by Mr. Walter Smith, State Director of Art Education in Massachusetts, entitled "Art Education, Scholastic and Industrial," intended to convince people that it is wise to give study to art and to show them how to go to work at it systematically and with profit; the other, a second book by Mrs. Clara E. Clement, the editor of the excellent "Handbook of Legendary and Mythological Art," which is to be a handbook of Painters, Sculptors, Engravers, and their works, and, with numerous illustrations, is also likely to be popular and valuable. These books will be published respectively by Jas. R. Osgood & Co. and Hurd & Houghton.

PROF. DE MILLE has still another new work in press, at the Appletons'. It is called "An Open Question." Its scene is laid in Europe, and it is stated to be even more sensational than his previous books.

THE New York *School Journal*, the only weekly educational paper, is continuing in its old interesting style. It is up to the times in all matters of education and school interest, and especially noticeable for its authentic list of scholars on the roll of merit. Information is furnished by the clerk of the board by order of the principals. See advertisement in present number.

A BUSINESS CHANCE.—We would call attention to the advertisement signed "Publisher" in the present number. It offers to parties of capital an excellent chance for engaging in the publishing trade. The advertising firm is one of the most popular and active in the city. Communications may be addressed to office of the "TRADE CIRCULAR."

A FIRE in Bowen, Stewart & Co.'s book-store, in Indianapolis, Ind., destroyed a large part of their retail department and their entire wholesale stock, The total loss on stock and building will probably reach $100,000. Bowen, Stewart & Co.'s insurance

is about $50,000, partly in the Queen, of Liverpool, and the Home and Phœnix, of New York. As they are renewing their stock without delay, publishers and manufacturers of paper, stationery, and sundry goods, should at once send on their latest lists and catalogues and offer inducements for purchase.

ART EDUCATION.—Mr. Walter Smith, State Director of Art Education in Massachusetts, has prepared a work which may not unlikely prove the beginning of a new era in art matters in this country. It is entitled "Art Education, Scholastic, and Industrial," and is designed to show at once the benefits resulting from the study of art, and the most systematic and profitable modes of study. Mr. Smith's recent lectures in this city have justified the wisdom of his nomination to the position he holds, and warrant us in assuring those interested in art culture and its promotion in America, that his work will be of great practical value. It will be published by James R. Osgood & Co.

SURDAM & WHITE, manufacturers of Stereoscopes, are now meeting with the gratifying success they so much deserve. During the French war they saw the necessity of stereoscope lense manufacturing in the United States, and could scarcely supply their customers with stereoscopes, through the scarcity of lenses at that time. They introduced machinery and secured help from abroad for manufacturing lenses. At that time they made only three dozen per week, and now are pleased to state they have increased their facilities to run out eighty dozen per week, which enables them to sell stereoscopes at the most favorable prices. See advertisement.

MR. ELIZUR WRIGHT has in preparation and will publish soon a work in folio, entitled "Savings-Bank Life Insurance," with illustrative tables analyzing the premiums per $1,000 of two hundred and sixty-eight policies, showing the insurance, self-insurance, and surrender value of each for every policy-year, by the actuaries' rate of mortality at four per cent. The text, which occupies the first thirty pages of the work, explains the principles on which the analysis is made, and also the plates and tables which make up the greater part of the work.—*Boston Advertiser.*

PROF. WILLIAM S. TYLER, of Amherst, with the assistance of many officers and friends of the institution, has been engaged for several years in the preparation of a history of the first half-century of Amherst College. It is intended to be a complete and valuable memento of the foundation and early history of the college, which every student-graduate and friend of the college will desire to possess. It will extend to about 600 pages, large octavo, and will contain many illustrations and portraits. The typography and binding will be worthy. It is to be published in behalf of the college corporation as soon as a sufficient number of subscribers is obtained to warrant the venture. Prof. Julius H. Seeley will receive subscriptions.

L. PRANG & Co. Boston, hitherto known to the public only through their celebrated chromos, have entered an entirely new field by bringing out "Schem's Universal Statistical Table," a publication containing the most important statistical facts relating to all the countries of the world, such as the area of each country, form of government, and head of the same, population, expenses, debt, paper money, amount of circulation, standing army, navy, merchant vessels, imports, exports, chief produce, coins and their value in gold, weights and measures, railroads, telegraphs, capitals and principal cities, together with number of inhabitants, etc., etc. The amount of interesting and noteworthy facts condensed here in so small a compass, is almost incredible, and their arrangement on the table, when this is mounted on two sides of a sheet of cardboard, as directed, is most convenient for reference and comparison. Every man of intelligence will welcome this new practical aid to our knowledge of the world's doings, and, we have no doubt, will accord it a prominent place near his writing desk. A similar German publication, edited by Dr. Otto Hubner, in Frankfort, and upon which this is based, has run already through twenty yearly editions—proof evident of its great practical value. The name of Prof. Schem, the American editor, is a sufficient guarantee that the work has been done most thoroughly and conscientiously. The price of the table is 25 cents.

COLONEL WARD H. LAMON, for years the law partner of Abraham Lincoln, and during his Presidency, Marshal of the District of Columbia, has written a life of Mr. Lincoln, the first volume of which will be published in April by Osgood & Co. Col. Lamon's relations with the President were so intimate, and he has had so full access to important documents not within reach of Mr. Lincoln's previous biographers, that his book will be a new revelation of the ancestry, infancy, childhood, and youth of Lincoln.

A NEW VOLUME BY EMERSON.—Mr. Emerson has prepared a new volume of Essays, which will be published by James R. Osgood & Co., probably as early as May next. The title of the book is "Poetry and Criticism." The contents will be a series of such papers as we can expect from no other writer than Mr. Emerson.

MESSRS. LIPPINCOTT & Co. have commenced the publication of a New Commentary on the Old and New Testaments, by Drs. Jamieson, Fausset and Brown, of Scotland. It is critical, experimental, and practical, and will be completed in six large octavo volumes.

THE "Christian Year," the Episcopalian magazine started last July, and which lived but through October, is to be revived in May, the publisher, Mr. Pliny F. Smith, having raised ample funds to push it through to success. Rev. Howard C. Potter, D. D., Rector of Grace Church, and Rev. B. F. De Costa, a well-known *littérateur*, are to be the new editors.

THE "American Journalist and Advertisers' Index" is the full title of a new monthly journal published in Philadelphia, by Messrs. Coe, Wetherill & Co., advertising agents, as a manual for advertisers and newspaper men. The editorial department is under the charge of Mr. Edwin T. Freedly, who has had some experience and is in every way capable. Every number will contain twenty pages of reading matter and advertisements, and the "Journalist" presents a neat and handsome appearance.

THE "National Business Index" is a new monthly magazine; "an encyclopædia of business knowledge for the people." It contains a very large amount of information, both interesting and valuable to the general public. Everything is classified and arranged with thorough system, and at the same time presented in readable, attractive style. The price is exceedingly low, only fifty cents a year. The publishers also present a very fine chromo, "Apple Blossoms," (one of Prang's, worth in the art stores $1 each) to each subscriber. Send for specimen copy to The Index Company, 433 West Jackson street, Chicago, Ill

EMMA HARDINGE BRITTEN, 251 Washington street, Boston, announces the publication of a new

monthly magazine, entitled "The Western Star." The principal features aimed at in this undertaking will be to establish a record of the momentous events connected with modern Spiritualism, and to gather up and preserve such material as cannot be included in the columns of ordinary weekly journals devoted to Spiritualism. Each number will contain from sixty to eighty pages of reading matter in large type, on fine paper, and so arranged that the several articles can be bound up in separate volumes. Terms of subscription $4 per year; 35c. per number.

THE gentleman connected with the Peabody Academy of Science (formerly the Essex Institute), Salem, Mass., has shown an enterprising and practical devotion to science, an intellectual utilization of Yankee grit, which has borne good fruit. The *American Naturalist* has been conducted under great difficulties with admirable success, and Mr. F. W. Putnam, the mainspring of the Academy and its work, has now in operation in Salem a printing house for scientific work, from which much may be expected. The publication of Prof. Packard's work on the "Birds of North America," which promises to be the standard work of the future, is now under way. The senior partner of Dodd & Mead has just returned from Salem, having made arrangements to act as the New York agents for the *Naturalist* and their other publications. With this and the publication of Prof. Dana's "Corals and Coral Islands," this young and enterprising house will have made a fine start for a reputation in the scientific direction.

THE Rev. W. J. Loftie is preparing a volume called "A Century of Bibles; or, the Authorized Version from 1611 to 1711," which will comprise a complete bibliographical list of upwards of 350 editions of the Bible and Testament of the authorized version printed before 1711. An Appendix will contain a list of the Bibles of this translation in the British Museum, the Bodleian Library, the collection of Mr. Fry, those named by Lea Wilson, and those in a few smaller collections.

CONTENTS OF PERIODICALS.

Blackwood's Magazine.—March.—A True Reformer. Part I.—Voltaire.—The Maid of Sker. Part VIII.—Autumnal Manœuvres.—The Manchester Nonconformists and Political Philosophy.—General Lee.—Cornelius O'Dowd. The American "Revoke."—Ministers Before Parliament.

Catholic World.—April.—Taine's English Literature.—Fragments of Early English Poems on the Passion.—The House of Yorke. Chaps. XXV., XXVI., XXVII.—The Duties of the Rich in Christian Society, No. III.—Easter Eve.—The Twenty-first Catholic Congress in Mayence.—Fleurange. Part I. Chaps. VII., VIII. IX., X.—The Last Days of Oisin, the Bard. IV.—Affirmations.—How the Church Understands and Upholds the Rights of Women.—The Passion.—Jans von Steufle's Donkey.—The Roman Empire and the Mission of the Barbarians.—Acoustics and Ventilation.—Odd Stories.—The Three Pledges.—Newman on Miracles.—New Publications.

Eclectic Magazine. — April. — Embellishment. Hon. Charles Sumner.—The Later English Poets Swinburne, Rosetti, Morris.—Wanderings in Japan. I. A. B. Mitford.—Brougham and some of his Contemporaries.—The Strange Adventures of a Phaeton. Chaps IV.–VI. Wm. Black.—Dickens in relation to Criticism. G. H. Lewes.—Recollections of Mendelssohn and his Friends.—Notes on East Greenland. A. Pansch, M. D.—French Novelists. II. George Sand.—The Art of Beauty. Practical Hints.—John Bright.—Serpent-Charming in Cairo. Prof. Owen.—A Conversation. Arthur Helps.—The Kriegsspiel, or Prussian Game of War.—An Old Himalayan Town, etc.

Good Health.—April.—Food as Fuel.—Hits on the Head.—Light and Sound.—Means of Preserving Health. XVII.—Tattooing.—Notes on Salt.—The Plague of 1871 in Buenos Ayres.—The Influence of Marriage upon Health.—Consumption, Disorders of the Arteries, Veins, and Lymphatics of the Lungs.—Editorial. Why Physicians Disagree, etc.—Miscellany, etc.

Littell's Living Age.—Nos. 1,449 *and* 1,450.—Wanderings in Japan.—Sir Henry Holland's Recollections.—The Religion of an Indian Province.—Mahomet.—The Fourth Gospel.—The Kriegsspiel.—English Rural Poetry.—The Situation in France.—The Story of the Plebiscite. Erckmann-Chatrian.—Off the Skellings. Jean Ingelow; besides short articles, poetry, etc.

London Quartery Review.—Jan.—The Drama in England.—The Life and Writings of John Hookham Frere.—The Latest Development of Literary Poetry.—The Life and Philosophy of Bishop Berkeley.—The Bank of England and the Money Market.—Forster's Life of Dickens.—A Key to the Narrative of the Four Gospels.—Sir Henry Holland's Recollections.—Marco Polo and Travels in his Footsteps.—Primary Education in Ireland.—The Proletariat on a False Scent.

Our Monthly.—April.—A Spirit in Prison; or, the Pastor's Son. Chap. V. Clara F. Guernsey. Sketches in Rome. Mrs. C. H. B. Laing.—Four Quiet Sundays. I. "In the Yo Semite Valley." Rev. H. D. Jenkins.—Disobedient Children. Rev. O. A. Kingsbury.—Sketches of a Country Parish. Mrs. Julia McNair Wright.—Lights of the Dark Ages. IV. "Alfred the King." David Magill.—A Wife in the Way.—A Burden-Bearer. A. M. Dana.—Harry's First Lessons in English Literature. Rose Phillips; Edmund Spencer.—etc.

Phrenological Journal. — April.—William H. Aspinwall (Portrait).—How the Different Faculties Combine. No. 3.—A Strange Conversation.—Respiration and its Apparatus. Illustr.—Science at Home.—History of Photography in America.—Homes of Famous Americans. (Mount Vernon). Illustr.—Rocky Mountain Scenery around Colarado Springs. Illustr.—Washington's Birthday.—Early English Education.—The Engineers of the Mont Cenis Tunnel (Germano Sommeiller; Severino Grattoni). Portraits.—Current Items, Poetry.—Mentorial Bureau, etc.

Saint Paul's Magazine.—March.—Septimius: a Romance of Immortality. Part III. Nathaniel Hawthorne.—Two Pen-and-Ink Sketches. Author of "Ginx's Baby."—People and People's Looks. H. Holbeach.—The False Demetrius. H. Lawrenny.—Colonel Shark. Author of "St. Abe and his Seven Wives."—Tennyson's Charm. Robert Buchanan,—Off the Skelligs. Chaps. VI.–VIII. Jean Ingelow.—The Law and the Lyre. Matthew Browne.

Sunday Magazine.—March.—The Vicar's Daughter: an Autobiographical Story. Chaps. XXI.–XXIV. G. MacDonald. — John Bunyan. C. Palmer.—The Angel-Face on Man: a Meditation. A. Raleigh, D. D.—The Praise of the Saints. (From the Slavonic.) Rev. A. H. Wratislaw.—How to Study the Old Testament. The Books of Chronicles, Notes on Particular Passages. W. Lindsay-Alexander, D. D.—An Old French Commentator, his Friends and Printers.—Premiums Paid to Experience: Incidents in my Business Life.

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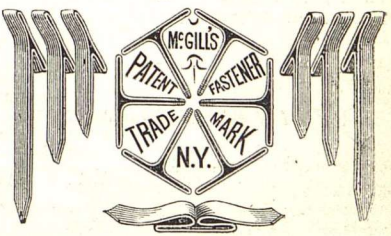

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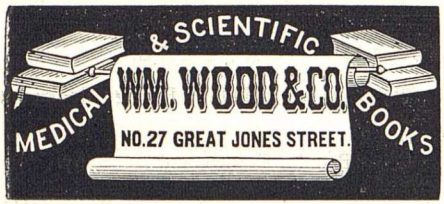

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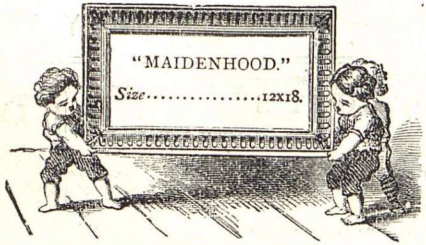

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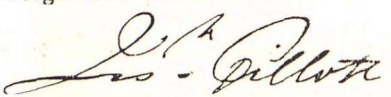

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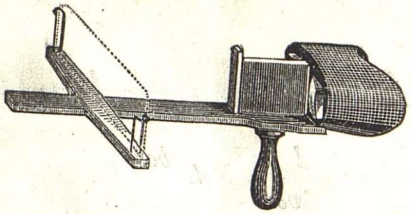

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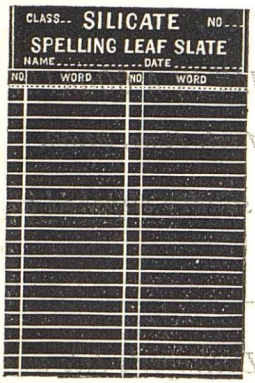

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